

U 1250-7
April 1, 1983

EXECUTIVE DEMAND INDEX

1983 - First Quarter

During the first quarter of 1983, the AY/ERC Executive Demand Index registered at 102 (based on a mean quarterly demand of 100 during 1978).

NATIONAL SUMMARY

The total demand for business executives increased 26% during the first quarter of 1983, compared with the fourth quarter 1982.

Although demand declined 8% during the first quarter of 1983 compared with the first quarter of 1982, the significant finding is the unusually strong rebound of the first quarter of 1983 compared with the fourth quarter of 1982. While demand in the first calendar quarter is generally stronger when compared with that in the fourth quarter of the previous year, the average total increase in recent years has been in the range of 15% to 18%.

National Summary (cont'd)

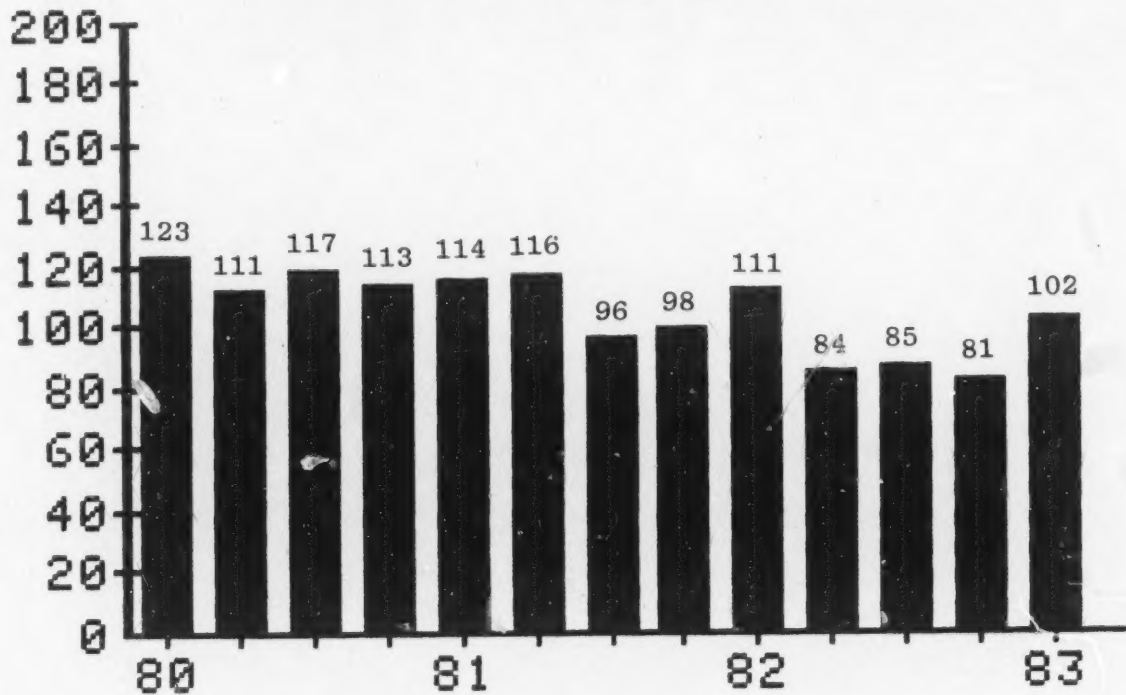
Other comparisons of the first quarter of 1983 with the fourth quarter of 1982 show that executive demand increased in all regions of the United States. Demand rose in the Southwest, up 54%; the Midwest, up 25%; the West, up 22%; the Northeast, up 20%; and the Southeast, up 19%. Demand declined in the International region, down 16%.

Administration executives realized the greatest increase in demand during the first quarter of 1983, up 73% over the fourth quarter of 1982. Other gains were experienced by operations executives, up 34%; marketing and sales executives, up 30%; finance executives, up 19%; personnel executives, up 12%; and engineering and science executives, up 3%. General management executives registered a 7% decrease in demand.

An analysis of changes in demand among industry groupings during the first quarter of 1983, compared with the fourth quarter of 1982, shows increased executive demand among companies in each of the three categories: financial services, up 28%; general services, up 27%; and manufacturing, up 25%.

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EXECUTIVE DEMAND INDEX



100 = Mean quarterly demand during 1978

OVERVIEW

Percentage Change

Region*	First Quarter 1983/ Fourth Quarter 1982		Proportion of Total Executive Demand (1.00 = 100%)
Northeast	+20		.30
Midwest	+25		.16
Southeast	+19		.09
Southwest	+54		.15
West	+22		.17
International	-16		.01
Executive Function			
General Management	-7		.02
Finance	+19		.20
Operations	+34		.24
Marketing and Sales	+30		.30
Engineering and Science	+3		.11
Personnel	+12		.04
Administration	+73		.08
Industry Grouping*			
Manufacturing	+25		.51
General Services	+27		.27
Financial Services	+28		.15
Overall Change	+26		1.00
*Only source data with clear specification of region and industry grouping are classified as such.			

OVERVIEW

Percentage Change

Region*	Year Ended March 1983/ Year Ended March 1982	First Quarter 1983/ First Quarter 1982	Proportion of Total Executive Demand (1.00 = 100%)
Northeast	-7	-8	.30
Midwest	-26	-10	.16
Southeast	-16	-4	.09
Southwest	-26	-17	.15
West	-13	-10	.17
International	-22	-9	.01
Executive Function			
General Management	-5	-24	.02
Finance	-19	-3	.20
Operations	-19	-13	.24
Marketing and Sales	-8	+2	.30
Engineering and Science	-23	-27	.11
Personnel	-29	-17	.04
Administration	-9	+9	.08
Industry Grouping*			
Manufacturing	-21	-14	.51
General Services	-9	-4	.27
Financial Services	0	+5	.15
Overall Change	-16	-8	1.00

*Only source data with clear specification of region and industry grouping are classified as such.

EXECUTIVE FUNCTION/REGION

Percentage Change

Year Ended March 1983 / Year Ended March 1982

Executive Function	Region*					
	North-east	Mid-west	South-east	South-west	West	Inter-national
General Management	+5	-27	-36	+26	+19	-38
Finance	-15	-33	+30	-31	-20	-7
Operations	-16	-25	-20	-26	-13	-15
Marketing and Sales	+12	-24	-22	-8	-5	0
Engineering and Science	-13	-26	-35	-42	-12	-28
Personnel	-13	-32	-31	-60	-35	**
Administration	-12	-9	-13	+3	-6	**

First Quarter 1983

First Quarter 1982

Executive Function	Region*					
	North-east	Mid-west	South-east	South-west	West	Inter-national
General Management	0	**	**	+13	+20	**
Finance	-11	+23	+129	-23	-22	**
Operations	-16	-20	-15	-16	-24	+14
Marketing and Sales	+4	-21	-3	+43	+16	**
Engineering and Science	-37	0	-53	-47	-10	**
Personnel	0	-18	-13	-55	-35	**
Administration	+27	+58	-25	-36	+14	**

EXECUTIVE FUNCTION/INDUSTRY GROUPING

Percentage Change

Year Ended March 1983 / Year Ended March 1982

Executive Function	Industry Grouping*		
	Manufacturing	General Services	Financial Services
General Management	0	+6	-22
Finance	-30	-16	-2
Operations	-26	-5	-2
Marketing and Sales	-14	+5	+6
Engineering and Science	-21	-26	-16
Personnel	-38	-19	+18
Administration	-8	-13	+9

First Quarter 1983

First Quarter 1982

Executive Function	Industry Grouping*		
	Manufacturing	General Services	Financial Services
General Management	-32	-13	+14
Finance	-15	-3	+18
Operations	-19	-5	+6
Marketing and Sales	-1	+13	-26
Engineering and Science	-21	-44	-25
Personnel	-12	-41	+30
Administration	-21	+45	+75

REGION/INDUSTRY GROUPING

Percentage Change

Year Ended March 1983 / Year Ended March 1982

Region*	Industry Grouping*		
	Manufacturing	General Services	Financial Services
Northeast	-10	+2	-9
Midwest	-29	-18	-15
Southeast	-21	-25	+31
Southwest	-38	-19	+12
West	-20	-7	+1
International	-18	-13	**

First Quarter 1983

First Quarter 1982

Region*	Industry Grouping*		
	Manufacturing	General Services	Financial Services
Northeast	-9	-1	-25
Midwest	-11	-20	-2
Southeast	-16	-24	+100
Southwest	-21	-13	+4
West	-13	-5	+7
International	0	-19	**

*Only source data with clear specification of region and industry grouping are classified as such.

**Sample too small for meaningful comparison.

The six geographic regions are defined as follows:

Northeast

Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Midwest

Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Southeast

Alabama, Florida, Georgia, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia, and the District of Columbia.

Southwest

Arkansas, Louisiana, New Mexico, Oklahoma, and Texas.

West

Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington, and Wyoming.

International

Any area outside the United States.

Executive positions are divided into seven functional categories: General Management (positions such as President, Executive Vice President, and Division General Manager), Finance (positions such as Vice President of Finance, Controller, and Treasurer), Operations (positions such as Vice President of Manufacturing, Manager of Quality Control, and Project Manager), Marketing and Sales (positions such as Director of Sales Promotion, Vice President of Marketing, and Product Manager), Engineering and Science (positions such as Chief Engineer, Director of Plant Maintenance, and Vice President of Research and Development), Personnel (positions such as Director of Industrial Relations, Director of Compensation, and Manager of Manpower Planning), Administration (positions such as Vice President of Public Relations, General Counsel, and Manager of Office Services).

Companies are classified into three industry groupings: Manufacturing (companies that produce tangibles such as consumer products, basic materials, and machinery), General Services (companies in businesses such as transportation, health care, publishing, retail trade), Financial Services (companies involved in banking, real estate, insurance, and leasing).

TERMS AND EXPLANATIONS

This report analyzes the results of the AY/ERC Executive Demand Index for the current quarter. The index is compiled by sampling advertisements in major business publications, and the statistical methodology used is designed to reflect the demand for top and middle management positions in profit-oriented businesses. The demand has been analyzed by geographic region, executive function, and industry grouping.

We are pleased to send you these quarterly reports of the Arthur Young Executive Demand Index. If you believe that others in your organization would find this report useful and interesting, please write to: Edwin S. Mruk, Arthur Young Executive Resource Consultants, 277 Park Avenue, New York, N.Y. 10172.

107558-7
July 1, 1983

EXECUTIVE DEMAND INDEX
1983 - Second Quarter

During the second quarter of 1983, the AY/ERC Executive Demand Index registered at 103 (based on a mean quarterly demand of 100 during 1978). Demand for the second quarter increased by 22% when compared to the same period of 1982.

NATIONAL SUMMARY

The total demand for business executives during the first six months of 1983 increased 5%, compared with the same time period during 1982.

Other comparisons for the first six months (compared to the same period last year) showed that increases in executive demand were realized in the Southeast, up 12%; the International region, up 8%; the Midwest, up 7%; and the Northeast, up 4%. Demand declined 5% in the Southwest and remained unchanged in the West.

Administration executives realized the greatest increase in demand during the first six months of 1983, up 12% over the same time period last year. Other gains were experienced by marketing and sales executives, up 10%; personnel executives,

National Summary (cont'd)

up 9%; finance executives, up 6%; and operations executives, up 2%. Demand declined 17% for general management executives and 4% for engineering and science executives.

Two industry groupings registered increased executive demand during the six-month period: demand increased 19% among financial services companies and 15% among general services companies. Manufacturing companies experienced a 3% decrease in demand.

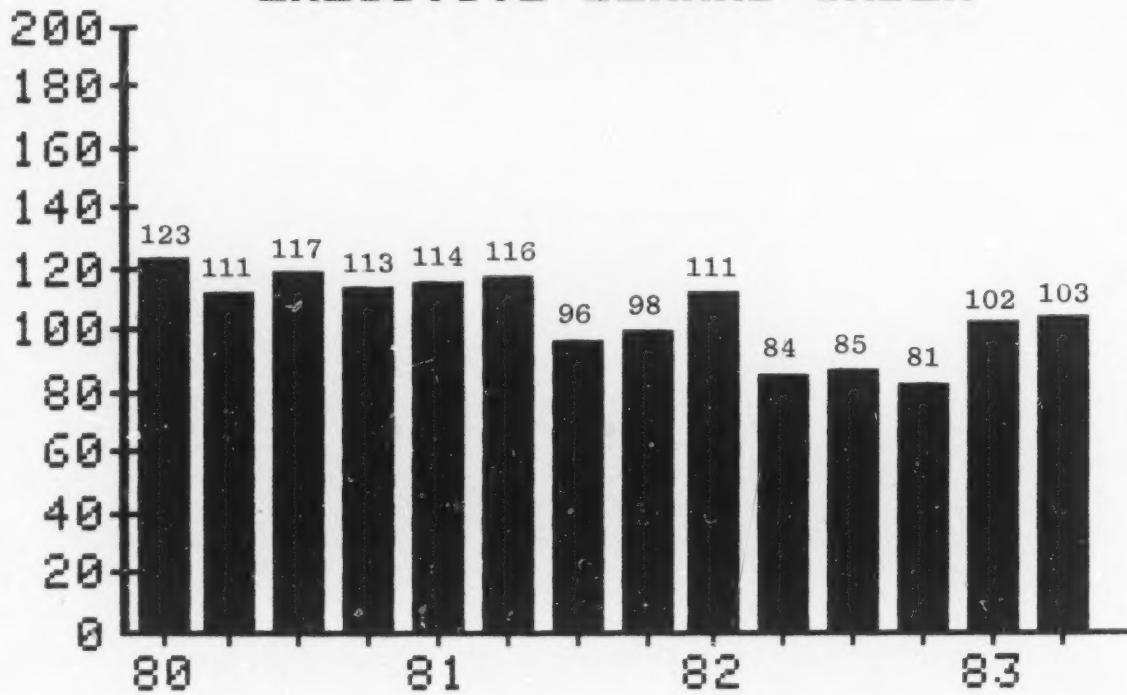
In the second quarter of 1983, compared with the same quarter of 1982, executive demand increased in all geographic regions. Demand rose in the Southeast, up 38%; the International region, up 33%; the Midwest, up 28%; the Northeast, up 18%; the Southwest, up 16%; and the West, up 12%.

Personnel executives experienced the greatest increase in demand during the second quarter of 1983, up 49% over the same quarter of 1982. The only functional category registering a decrease was general management--down 9%.

An analysis of changes in demand among industry groupings during the second quarter of 1983, compared with the same quarter of 1982, showed increases in all three groupings: general services, up 42%; financial services, up 37%; and manufacturing, up 11%.

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EXECUTIVE DEMAND INDEX



100 = Mean quarterly demand during 1978

EXECUTIVE FUNCTION/REGION

Percentage Change

First Six Months / First Six Months
1983 1982

Executive Function	Region*					
	North-east	Mid-west	South-east	South-west	West	Inter-national
General Management	-10	-24	-55	-17	+6	**
Finance	+5	+26	+100	-18	-4	**
Operations	+8	-4	-3	0	-10	0
Marketing and Sales	+1	0	+13	+42	+23	-17
Engineering and Science	-13	+9	-22	-12	0	-20
Personnel	+24	-12	+38	-13	-19	**
Administration	+33	+75	+22	-50	-12	**

Second Quarter / Second Quarter
1983 1982

Executive Function	Region*					
	North-east	Mid-west	South-east	South-west	West	Inter-national
General Management	-19	+80	**	**	0	**
Finance	+26	+28	+60	-10	+18	**
Operations	+36	+16	+10	+21	+10	**
Marketing and Sales	-4	+32	+39	+40	+35	**
Engineering and Science	+13	+20	+54	+72	+8	**
Personnel	+59	-5	+120	**	0	**
Administration	+41	+94	+117	-63	-31	**

EXECUTIVE FUNCTION/INDUSTRY GROUPING

Percentage Change

First Six Months / First Six Months
1983 1982

Executive Function	Industry Grouping*		
	Manufacturing	General Services	Financial Services
General Management	-32	-11	+78
Finance	-8	+25	+23
Operations	-8	+15	+27
Marketing and Sales	+5	+22	-4
Engineering and Science	0	-20	+17
Personnel	+15	+9	-5
Administration	-10	+48	+43

Second Quarter / Second Quarter
1983 1982

Executive Function	Industry Grouping*		
	Manufacturing	General Services	Financial Services
General Management	-31	-10	**
Finance	+3	+68	+29
Operations	+6	+38	+61
Marketing and Sales	+13	+35	+29
Engineering and Science	+23	+26	**
Personnel	+60	+107	-44
Administration	+2	+52	+27

REGION/INDUSTRY GROUPING

Percentage Change

First Six Months / First Six Months
1983 1982

Region*	Industry Grouping*		
	Manufacturing	General Services	Financial Services
Northeast	-3	+18	0
Midwest	+10	-7	+16
Southeast	-3	0	+94
Southwest	-16	+16	+1
West	-6	+8	+28
International	-44	+20	**

Second Quarter / Second Quarter
1983 1982

Region*	Industry Grouping*		
	Manufacturing	General Services	Financial Services
Northeast	+5	+45	+35
Midwest	+38	+6	+42
Southeast	+15	+44	+86
Southwest	-9	+66	-2
West	+4	+21	+62
International	**	**	**

*Only source data with clear specification of region and industry grouping are classified as such.

**Sample too small for meaningful comparison.